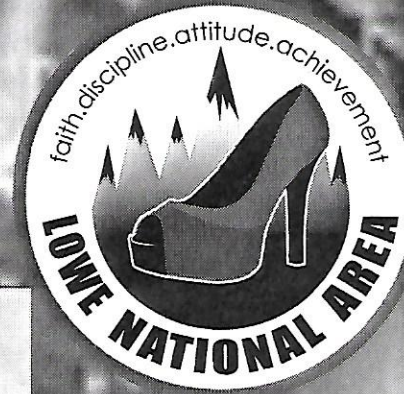




Text Booking Scripts



Mathematical NOT Magical

- For every 10 texts: 2 will respond with "sure", 1 will say "no thanks" and 1 that books will HOLD!
- So mathematically...1 out of 10 texts will hold her facial/party!

Text Booking Someone You Know Script

TEXT #1:

Hey girl, it's Holli with Mary Kay! Super excited cause I'm in a HUGE challenge to find 10 hostesses by October 5th and thought you'd help me out! Giving away TOOOOONS of free stuff this month & wanted to see if you'd grab some friends and let me borrow your faces! We can set a date that works for both of us and whoever can come is GREAT! Weekday or weekend work best for you?

TEXT #2:

Great, I have Tues or Thurs

TEXT #3:

Great, Is 6 or 6:30 better?

TEXT #4:

THANK YOU so much...you'll love this and so will your friends, I promise! Shoot me a text with your guest list & I'll send them all this cute invitation! Exciting news, you'll get a \$20 gift card when you send me the list by (give her 2 days)...so THAT's EXCITING NEWS! (attach pic collage invitation)

Text Booking Referrals from Parties/Friends

TEXT #1:

Hey girl, it's Holli! SUZY Q said you were one of her favorite people and may be excited about some free Mary Kay. I'm offering her friends a custom color and skincare analysis with me and free money to spend when we get together! My schedule is filling up so I'd love to save you a spot. Is a weekday or weekend better for you?

TEXT #2:

Great, I have Tues or Thurs

TEXT #3:

Great, Is 6 or 6:30 better?

TEXT #4:

THANK YOU so much...you'll love this! By the way I'm super excited cause I'm in a HUGE challenge to find 10 hostesses this month! If you share your appointment with friends, you can earn another \$100 bonus bundle for bringing people!!! Just us or girlfriends with free stuff better for you?

TEXT #5:

Okay great...have u down for Tues @ 6 @ your place...shoot me your friends #s and I'll text them this invitation! (attach pic collage invitation) And you guessed it...text me the list of girlfriends by (give her 2 days) gives you a guaranteed \$20 bonus gift card too!!! It's crazy giveaways in October! :) LOL!